

Ohio Export Internship Program

STEP

SECOND-YEAR TRANSFORMATIONAL
EXPERIENCE PROGRAM

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WHAT I LEARNED:

In order to do international trade, you must be able to make an international sale. A lot of time in the beginning of my internship was spent on making cold calls to companies around the world that need plastic resin. This experience gave me a sense of direction of what I do not want to pursue in the future. I really enjoy crunching numbers but I am not a fan of trying to sell someone something. I loved the logistical aspects, once a sale was made, moving forward was extremely interesting. I really enjoyed working on pricing and the digital aspects of things as well. I did website design and social media work. It encouraged me to learn some computer programming and web design. I enjoyed being creative with social media accounts and adjusting the website to make things smoother. I gained various skills that will help me in the future when I go to apply for another job. A lot of what I learned at this company will translate into other aspects of my life.



PERSONAL IMPACT:

This change and transformation gave me a better sense of where I want to go and what I want to do moving forward. While international trade is something that will always be in my interests. I learned a lot about what I enjoy and what I do not enjoy. I like creating a tangible impact but I definitely would not make a good saleswoman. While some people enjoy it, I personally did not enjoy making cold calls. I did gain confidence as the summer went on, but I like how by working for a small business I was able to work on multiple different projects in multiple different areas of the business. I was able to apply what I learned in school and really find a niche that I enjoyed.

EXPERIENCE

The Ohio Export Internship Program provides a valuable opportunity for students to apply classroom learning to current business challenges faced in today's global economy. A semester class and a 12-week work experience gives interns the chance to work with real people at real companies exporting real products.

These internships create a workforce that helps Ohio expand exports, builds students' global competencies, and makes a difference for Ohio businesses.

I was placed at a Polymer Technologies and Services Inc. located in Heath, Ohio. Polymer Technologies is a plastic resin compounder, processor, and manufacturer. I worked in the office space but also had the opportunity to tour and learn more about the warehouse functions and logistics. I did international marketing, sales calls, costing, and logistics work.

I used my STEP funds mainly to subsidize housing, meals, and business professional attire. I worked 40 hours a week, Monday to Friday. This was great experience which gave me a reality check of how working in the real world will be.

I did not know where I was going to be placed until late April, but I knew I was going to have an internship because I was a participant in the OEIP program. In OEIP, we had the opportunity to tour Rickenbacker airport which was a really cool experience to see the behind the scenes aspects to logistics planning.

PTS was a paid experience where I had the opportunity to work locally but have an impact globally.



PERSONAL GOALS AND MOVING FORWARD:

This experience helped me a lot in terms of getting my foot through the door throughout my junior year internship search. My internship with Polymer Technologies and Services Inc. really impressed recruiters I spoke with at the 2017 Internship Fair. I was able to talk about how I learned to take initiative and how it was very different from the leadership work that I do in school. This program really helped me articulate what I want to do in the future and I believe that it really impressed recruiters and interviewers from larger more well known companies. I think it really helped me learn how to deal with people who are older, not as tech-savvy and from a different generation than me in a work setting. I really enjoyed my experience in OEIP, I learned a lot about international trade and what are things that should be considering to avoid pitfalls within the business. It helped me become more critical of myself and I am much better at communication skills as well. I hope in the future to work for a domestic company but still be able to use my knowledge of international trade in the future within global finance. I think this program really helped me develop that and I cannot wait to see how business continues to change with the increase of Globalization. This was a much better opportunity for me compared to a Global Internship since I was able to take home a paycheck and save up for this academic year. I learned a lot about how a small business runs and how different parts of a business operate together. I think this will help me a lot going into the corporate world because I will be in one division but I will have a cross functional understanding of what all goes in to a business in order to remain functional and get results.



FAVORITE PARTS:

I really enjoyed learning and being in a very different setting compared to school. I really had to problem solve through various situations but one non-business related memory I have from my internship was the opportunity to ride a forklift. It was a lot harder than it looks!

Another memory I have from my internship was the opportunity to work with the international bank and learn about different options they had to offer my company.

At the end of the Internship Program we had a banquet to celebrate our accomplishments, since the program is hosted by both Ohio State and Youngstown State University, I had the opportunity of meeting Jim Tressel. He was super nice and that was one of the highlights of my summer.

Within STEP Cohort meetings, I enjoyed the volleyball tournament, baking cookies, and the scavenger hunt we did on west campus. I gained many new friendships and was able to explore campus more than I would have on my own.

Heath, Ohio is about 40 minutes away from Columbus so I really enjoyed seeing the manufacturing plants but also farm life around. It gave me a very different perspective compared to what I am used to since I am from suburbs of Columbus.

We also had the opportunity to participate in an office Pelatonia. I participated in the 30 mile bike race and thought it was one of the best experiences I have had in my entire life.